



The old-fashioned pad-and-pencil figuring is slow and risky.



The N. Y. State Tax Commissioner's Office found that one man with a Monroe could do the work of seven men without a machine!

## "Brain-Gaps" in Your Office Waste Money

*The Monroe Last Year Saved New York State  
\$85,000 by Eliminating "Brain-Gaps"*

### What New York State Tax Commissioner Says:

Albany, Jan. 3, 1919

"One man with a Monroe Calculating Machine can do as much work as seven men can without a machine.

"The investment of less than \$3,000 in these machines made a net saving in this department in one year of at least \$85,000."

Very truly yours,  
(Signed) JOHN J. MERRILL  
State Tax Commissioner.

**B**RAIN-GAPS are chances for error. Every simple problem of multiplication, division, subtraction and addition bristles with "brain-gaps."

For example:—

$$46342 \times 69 = ?$$

Here's what you do by the brain-and-pencil method:  $9 \times 2$  is—. Put down—and carry—.  $9 \times 4$  is—and makes—. Put down—and carry—. And so on.

as you proceed, and the result appears in the lower dial when you have finished. And if you go wrong, the machine enables you to at once detect the error.

### *The Monroe will do ALL your Figure-Work*

In thousands of offices, Monroe Calculating Machines are used daily to extend invoices, figure payrolls, find costs, foot ledgers, compute interest, prove freight bills and allowances, convert foreign currency, make estimates, solve engineering formulae involving square and cube root—in fact, to do all kinds of figure-work. It is the short, sure, modern method of business calculating.

Why not get the full facts in front of you at once?

**Monroe Calculating Machine Co.**  
Woolworth Bldg., 235 Broadway, New York City

# MONROE

## Calculating Machine

The Monroe not only adds, but Multiplies, Divides and Subtracts as easily as other machines. Add. To add or multiply, you simply turn the crank forward; to subtract or divide, you turn it backwards.

**Cut Out and Mail This Coupon TODAY**

To Monroe Calculating Machine Co.  
Woolworth Building, 235 Broadway, New York

Without cost or obligation, send me further information concerning the Monroe Calculating Machine, and how it will save time in the figure-work of my business. w. w. 6-19

(Use space below for your name and address)

There are 58 "brain-gaps" or chances to make a mistake even in such a simple little problem.

When decimals, fractions or other complexities incident to the figure work in almost any office are introduced, your problem immediately becomes more dangerous—the error curve shoots upward.

### *The Monroe Ends "Brain-Gaps"*

"Brain-gaps" not only waste time but cost money. When inaccuracies occur (as they inevitably do), profits may be wiped out and business prestige destroyed.

With the Visible Check of the Monroe Calculating Machine, you can see as you go, that you are right. No re-checking necessary. All factors of your problem are in plain view. For example, in multiplication, the multiplicand shows on the keyboard when you depress the keys and remains in plain sight; the multiplier registers in the upper dial



"No Sharpening"

# VENUS

*Everpointed*  
PENCIL No. 849

THIS convenient VENUS Holder (849) holding the smooth, even, lasting VENUS lead, absolutely immune from grit, makes a wonderful pencil for writing or retouching; always full length. *A much appreciated gift.*

849. Holder, any degree, \$.35 each

842. Refill leads, any degree, \$.60 per box of six

No. 849 Holder, made in 16 degrees, 5B to 9H. For each degree of lead there is a corresponding holder—16 in all.

839. Pocket - - - \$.25 each  
HB Degree

857. Refill leads, for 839,—HB Degree only, \$.50 per dozen

No. 839 is a short pencil, handy for the vest pocket or shopping bag. Never needs sharpening and is always ready.

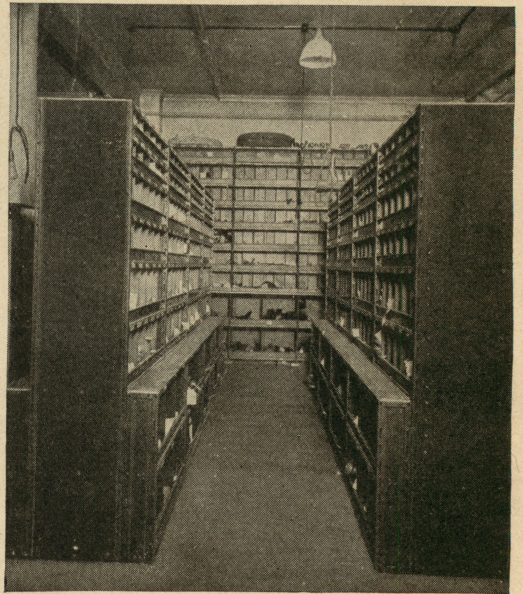
*If your dealer hasn't these, write us direct.*

Makers also of the famous Venus Drawing Pencils. 17 Degrees

American Lead Pencil Co.  
229 Fifth Avenue New York  
and Clapton, London, England



# DURAND STEEL RACKS



## Labor is Expensive Space is Valuable!

Is your stock room 100 per cent efficient?

Our engineers recently laid out an installation of Durand steel racks and shelving for a well-known automobile company.

This equipment gave them over 60% additional storage capacity. And yet no increase in help was needed to handle stock!

This is but one instance selected from many.

Can we do the same for you? Our Engineering Department is at your service.

*Write for catalogue of steel racks or steel lockers*

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